## Message Text

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ORIGIN EB-11

INFO OCT-01 EUR-25 ISO-00 COME-00 TRSE-00 STR-08 CIAE-00

INR-10 NSAE-00 RSC-01 L-03 H-03 /062 R

DRAFTED BY EB/OT/STA:EWKEMPE:CLJ APPROVED BY EB/ITP-JCRENNER EUR/NE:CFLOYD(INFO)

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R 212022Z SEP 73 FM SECSTATE WASHDC TO AMEMBASSY LONDON

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E.O. 11652: GDS TAGS: ETRD. UK

SUBJECT: GOVERNMENT PROCUREMENT--BRITISH POLICIES IN THE NORTH SEA

- 1. DEPUTY ASSISTANT SECRETARY RENNER RAISED WITH DEPUTY MINISTER PRESTON THE ISSUE OF BRITISH PRESSURE ON COMPANIES CONDUCTING OPERATIONS IN THE NORTH SEA TO BUY FROM BRITISH NON-U.S.-OWNED SOURCES.
- 2. PRESTON SAID THAT IT WAS NOT THE INTENT OF THE DTI TO DISCRIMINATE. THEREFORE, NO DISTORTIONS OF TRADE PATTERNS SHOULD OCCUR. RENNER SAID THAT WE HAD INFORMATION WHICH LEAD US TO BELIEVE THAT ALTHOUGH THIS MAY BE THE POLICY, CONSIDERABLE ARM-TWISTING IS OCCURRING. THIS TYPE OF ACTIVITY MADE THE ADMINISTRATION'S TASK OF OPPOSING PROPOSED BUY-AMERICA PROVISIONS SUCH AS THE BURKE AND CARNEY AMENDMENTS MUCH MORE DIFFICULT. AS AN INDICATION OF CONGRESSIONAL CONCERN, RENNER SHOWED PRESTON A LETTER RECEIVED FROM A CONSTITUENT OF SENATOR BARTLETT PROTESTING AGAINST SUCH PRACTICES. RENNER WENT ON TO SAY THAT WE HAD REASON TO BELIEVE IT WAS THE OBJECTIVE OF SOME OF THE PEOPLE ADMINISTERING THE PROGRAM TO PUT NON-U.S.-OWNED BRITISH PRODUCERS IN A BETTER POSITION TO COMPETE NOT ONLY CONFIDENTIAL

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IN THE NORTH SEA, BUT ELSEWHERE AS WELL AND THAT IN ORDER

TO DO SO, PRESSURE WAS BEING BROUGHT TO BEAR.

3. PRESTON ACKNOWLEDGED THAT THE POSSIBILITY OF AN EXCESS OF ZEAL ALWAYS EXISTS AND THAT THE FEAR THAT THEY WOULD BE EXCLUDED FROM FURTHER LEASING COULD LEAD U.S. COMPANIES TO BUY BRITISH. HE ALSO ACKNOWLEDGED THAT THE COMPANIES CONCERNED WOULD NOT BE LIKELY TO BRING DIRECT EVIDENCE OF IMPROPER PRESSURE TO THE ATTENTION OF U.S. AUTHORITIES. HE SAID THAT HIS STATEMENT ABOUT NON-DISCRIMINATION STOOD. IT IS THE OFFICIAL POLICY AND IF WE HAVE ANY CONCRETE EXAMPLES, HE WOULD BE PLEASED TO TAKE THEM UP WITH THE PEOPLE CONCERNED. RUSH

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## Message Attributes

Automatic Decaptioning: X Capture Date: 01 JAN 1994 Channel Indicators: n/a

**Current Classification: UNCLASSIFIED** 

Concepts: TRADE DISCRIMINATION, TRADE COMPLAINTS, FOREIGN TRADE

Control Number: n/a Copy: SINGLE Draft Date: 21 SEP 1973 Decaption Date: 01 JAN 1960 Decaption Note: Disposition Action: RELEASED Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: collinp0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE188451

Document Number: 1973STATE188451
Document Source: CORE
Document Unique ID: 00 Drafter: EWKEMPE:CLJ

Enclosure: n/a Executive Order: GS KEMPE

Errors: N/A Film Number: n/a From: STATE

Handling Restrictions: n/a

Image Path:

Legacy Key: link1973/newtext/t19730918/aaaaamue.tel Line Count: 74 Locator: TEXT ON-LINE

Office: ORIGIN EB Original Classification: CONFIDENTIAL Original Handling Restrictions: n/a Original Previous Classification: n/a Original Previous Handling Restrictions: n/a

Page Count: 2

Previous Channel Indicators:
Previous Classification: CONFIDENTIAL Previous Handling Restrictions: n/a Reference: n/a

Review Action: RELEASED, APPROVED Review Authority: collinp0

Review Comment: n/a Review Content Flags: Review Date: 24 JUL 2001

**Review Event:** 

Review Exemptions: n/a
Review History: RELEASED <24-Jul-2001 by kelleyw0>; APPROVED <04 MAR 2002 by collinp0>

**Review Markings:** 

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

**Review Media Identifier:** Review Referrals: n/a Review Release Date: n/a Review Release Event: n/a **Review Transfer Date:** Review Withdrawn Fields: n/a

Secure: OPEN Status: NATIVE

Subject: GOVERNMENT PROCUREMENT--BRITISH POLICIES IN THE NORTH SEA

TAGS: ETRD, UK To: LONDON

Type: TE

Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005